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**AMENDMENTS TO THE CLAIMS**

Please cancel claim 12 and amend claims 11 and 13-16 as indicated below.

11. (currently amended) A highly concentrated flowable pearling concentrate comprising: (a) from about 25 to about 45% by weight of a pearling wax selected from the group consisting of an alkylene glycol ester, a fatty acid alkanolamide, a partial glyceride ester of a polybasic carboxylic acid, a partial glyceride ester of a polybasic hydroxysubstituted carboxylic acid, a fatty alcohol, a fatty acid, a fatty ketone, a fatty aldehyde, a fatty ether, a fatty carbonate, ring opening products of olefin epoxides and mixtures thereof; (b) from about 25 to about 40% by weight of nonionic, amphoteric, zwitterionic and/or cationic emulsifier and; (c) from about 0.5 to about 15% by weight of a polyol ester and the remainder water wherein the sum of components (a), (b) and (c) is at least 55% by weight.

12. (canceled)

13. (currently amended) The concentrate of claim 11 wherein the nonionic surfactant is selected from the group consisting of adducts of from about 2 to about 30 moles of ethylene glycol, from 0 to about 5 moles of propylene glycol or a combination thereof with linear fatty alcohols having from about 8 to about 22 carbon atoms or fatty acids having from about 12 to about 22 carbon atoms or alkyl phenols having from about 8 to about 15 carbon atoms in the alkyl group or alkyl amines having from about 8 to about 22 carbon atoms in the alkyl group; alkyl mono- and oligoglycosides having from about 8 to about 22 carbon atoms in the alkyl group; addition products of castor oil or hydrogenated castor oil and from about 1 to about 15 moles of ethylene oxide or from about 15 to about 60 moles ethylene oxide; a di- or tri-PEG alkyl phosphate and salts thereof; a wool wax alcohol; a copolymer of polysiloxane and a polyalkyl ether; a

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polyalkylene glycol; a glycerol carbonate.

14. (currently amended) The concentrate of claim 11 wherein component (c) is cocamidopropyl Betaine and/or an esterquat.

15. (currently amended) The concentrate of claim 11 wherein component (c) is selected from the group consisting of a partial ester of glycerol or sorbitan wherein the acid portion of the ester is a saturated or unsaturated, linear or branched fatty acid having from about 12 to about 22 carbon atoms or a hydroxy-substituted carboxylic acid having from about 3 to about 18 carbon atoms and adducts thereof having 1 to about 30 moles of ethylene oxide; a partial ester of polyglycerol, polyethylene glycol, trimethylol propane, pentaerythritol, an alkyl polyglucoside wherein the acid portion of the ester is a saturated or unsaturated, linear or branched fatty acid having from about 12 to about 22 carbon atoms or a hydroxy-substituted carboxylic acid having from about 3 to about 18 carbon atoms and adducts thereof having 1 to about 30 moles of ethylene oxide; mixed esters of pentaerythritol, fatty alcohols and fatty acids and citric acid; mixed esters of fatty acids having from about 6 to about 22 carbon atoms; a mixture of methyl glucose and a polyol.

16. (currently amended) The concentrate of claim 11 further comprising a polyol.

17. (original) The concentrate of claim 16 wherein the polyol is glycerol and/or ethylene glycol.

18. (original) The concentrate of claim 17 wherein the amount of the polyol in the concentrate is from about 0.1 to about 15% by weight of the concentrate.

19. (original) A process for the production of the pearlizing concentrate of claim 11

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comprising heating a mixture of components (a), (b), (c) and optionally (d) to a temperature of from about 1 to about 30°C above the melting point of the mixture; (2) adding a quantity of water to the mixture sufficient to result in a concentrate of a predetermined water content; (3) cooling the composition of step (2) to room temperature.

20. (original) A process for increasing the viscosity of a pearlescent concentrate having an active substance content of at least 55% by weight comprising adding a viscosity increasing effective amount of a polyol ester to the pearlescent concentrate.